TIMES-VIRGINIAN
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"In the Heart of the Dark Tobacco Belt"
$1.50 per Annum in Advance.
A. H. CLEMENT, Editor.
THURSDAY, JAN. 22, 1925

Senator Mapp in his last announcement does not say that many of the State Departments are superfluous and that there are many useless offices being supported by the taxpayers. He favors a constitutional convention. His platform is appealing and many are discussing the question raised by him in his candidacy for Governor of Virginia.

Hon. John Chalkley in declining to be a candidate for Governor, says it is too expensive that few men are willing to make the sacrifice; he is unwilling to buck the triumvirate. John is a sap plunly and he is young enough yet to engage the powers that be in battle some day.

With three strong candidates in the field it looks like another entry is in order. If the aspirants can Mapp off a course, some of the organization Byrds will no doubt be withdrawn. The people are waiting for the entries to close in the gubernatorial handicap.

Congressman Walton Moore decides that he will not be a candidate for Governor this year. He is an able man. He comes out in a strong paper urging consolidation of many offices and uniform taxation.

Senator Byrd's friends here have in this issue a short sketch of his achievements and these friends will push his campaign for Governor in this county.

## Co-Ops At Washington

Representatives of 600,000 co-operating farmers gathered in Washington in the third cooperative marketing conference and were greeted by President Coolidge at the White House with the declaration that "It is particularly to be desired that our agricultural marketing organization be placed as soon as possible on a basis of the utmost security and stability." This I am convinced we shall best accomplish by developing the broadest and soundest program of cooperative marketing."

"More than anything else we need a generation of farmers trained to cooperative marketing" the President continued, pointing out that the success of cooperative marketing is strictly dependent upon the loyalty of the farmers themselves to their own movement and said that "I want society as a whole to help, but I want the farmers to do their share and I warn them that this will be the lion's share."

Judge Robert W. Bingham, of Kentucky, chairman of the conference, declared that to-day, commodity cooperative marketing associations have the best financial record of all forms of business in the United States, stating that there have been more failures in the past three or four years among large banks of the country than among cooperative marketing associations.

## Big Comic Section N. Y. American Announces Twelve Pages for Next Sunday

The Sunday New York American announces a distinct innovation starting next Sunday—amplifying the gigantic color section in the world. Beginning next Sunday readers will get twelve pages of comics instead of eight and the additional four pages will compare more than favorably with the list of universally popular comics that have been such a big factor in making the circulation of the New York American more than a million every Sunday. Such favorites as "Barney Google" and "Bringing up Father" will still be in the list and the new comics will command an immediate reader following. One special page—an entirely new idea—called "Serambled Comics" will be featured and it is promised that this page will be more interesting than a cross word puzzle. On account of this big 12-page permanent comic section the demand will be unusually big next Sunday and if you would avoid disappointment it would be a good idea to order your Sunday American in advance from your newsdealer.

## BYRD SEEMS SURE WINNER

### WINCHESTER SENATOR STRONG IN ALL PARTS OF THE STATE

The candidacy of Hon. Harry Flood Byrd for Governor of Virginia is enlisting support from all sections of Virginia. Never before in the State has a candidate for Governor shown such strength in the early stages of the campaign, as does Senator Byrd.

The predictions of Senator Byrd's friends before the announcement of his candidacy, that he would be a sure winner, should he throw his hat into the ring, have been more than justified by the support that has rallied to him since his announcement. For the first time in the history of Virginia politics, it seems that a candidate for the highest honor the State can confer is virtually assured of the Democratic nomination before the campaign has gotten well under way and that henceforth it appears that Senator Byrd's campaign will be a band wagon proposition.

It is being predicted by many Democratic leaders in Virginia, who are in close touch with the political situation, that Mr. Byrd will carry every Congressional District in the State and most of them by very substantial majorities.

Senator Byrd's active and successful leadership in State-wide issues and his personal success in business, have gained for him the admiration and confidence of the people of Virginia, is recognized as an active, fearless leader, who would make just the type of executive that Virginia or any other State needs.

*Permanent roads are a good investment —not an expense*

**90 Per Cent of World's Motor Cars on Our Highways**

There are 16,000,000 motor vehicles in the United States—approximately 90 per cent of all in the world.

This total is being increased at the rate of 4,000,000 a year.

What is the saturation point?

Ask any one of the 16,000,000 motorists trying to make headway through the countless traffic jams on some of our concrete highways. He will tell you, from the standpoint of comfort and safety in driving, the saturation point is already in sight.

Not a very encouraging outlook, is it, for the man about to buy his first automobile?

So you see car owners and prospective car owners are both interested—and have an immediate task confronting them.

What are you going to do about it? Even now you are curtailing the use of your car because you do not want to endure the discomfort, inconvenience and danger of traveling on congested, narrow highways.

Your highway officials need your support. They can't do much unless you stand squarely behind them.

To delay building more highways wide enough and strong enough to meet all the requirements of modern traffic will cost you more money than will an adequate system of Concrete Roads and Streets.

PORTLAND CEMENT ASSOCIATION
Union Trust Building
WASHINGTON, D. C.

*A National Organization to Improve and Extend the Uses of Concrete*

OFFICES IN 29 CITIES

**Jerry A. Burke**
Appomattox, Va.
SELLS ALL KIND OF
Insurance

FIRE AND LIFE
a specialty

When you do your insurance business with him you get more for your money than anywhere else, because Insurance is his only business and you get his undivided attention.

When you give him your order you know you are insured. There is no IF in his service.

Demand of your INSURANCE MAN the same professional knowledge that you expect from your lawyer or your doctor or any other highly specialized business. He owes it to you.

DO YOUR INSURANCE BUSINESS WITH AN INSURANCE SPECIALIST
IT SAVES YOU MONEY, TIME AND TROUBLE

Phone 117
Office Atwood Block
Appomattox Virginia.

No memory will remain more green in the affectionate and high regard of the newspaper fraternity of Virginia than that of Walter Edmund Addison—a gentleman, a statesman, a prince of the press.

**Banker's Wife Advises**
Appomattox People

"I had stomach trouble so bad everything I ate soured and formed gas. Was miserable until I tried Adlerika. This helped the first day." Adlerika helps any case gas on the stomach unless due to deep-seated causes. The QUICK action will surprise you. Because Adlerika is such an excellent intestinal evacuant it is wonderful for constipation—it often works in one hour and never gripes.
CHA S. F. JAMES, Druggist
Appomattox, Virginia.

**Wheelright & Blacksmith**
Next To
**Farmers' Warehouse**
**Convenient to All**
Honest Work at Honest Prices
Satisfaction Guaranteed
Come Give us a Trial
E. G. CHEATHAM
And
G. D. FARRAR
Appomattox Virginia

Some beautiful villas and small lots For Sale in the town of Appomattox Va., by
A. H. CLEMENT.

**Porch Columns**
TURNED AND COLONIAL, ALL SIZES
**Roofing**
RUBBER, SHINGLES AND TIN.
Windows, Doors and Blinds,
Shetrock and Plaster Board,
Paints, Oils and Varnishes,
Wall Board,
Building Hardware,
Complete Line of Building Material and Mill Work.
Be sure and get our prices before placing your order.
FARMVILLE MANUFACTURING CO
Farmville, Virginia

**Tomorrow**
**New**
CHEVROLET

**New** value—with its success based on selling quality at low price, Chevrolet now offers greater quality than ever before.

**New** chassis—from radiator to rear axle, new quality features of construction that you would expect to find only on higher priced cars.

**New** bodies—of even greater beauty and comfort. Open models have many added refinements. Closed models with fine Fisher Bodies.

**New** finish—in beautiful colors of the wonderful and enduring Duco that retains its color and lustre indefinitely and withstands severest usage.

*See These Beautiful New Cars Tomorrow*

MOSES GARAGE
Appomattox Virginia.

CHEVROLET
*for Economical Transportation*

1

**THE OLD, BIG, STRONG BANK**

The Old, Big, Strong Bank of Lynchburg solicits your banking business, whether it be large or small, and invites correspondence.

| | |
|---|---|
| Resources | $9,000,000.00 |
| Capital | 1,000,000.00 |
| Surplus | 1,000,000.00 |
| Undivided Profits | 233,994.09 |
| Deposits | 6,250,000.00 |

Nearly 60 Years of Banking Service

Name this bank, and name the president, vice president and cashier, and the active vice president.

# "WHO'S WHO" IN LYNCHBURG?

## $15.00 in Gold For the Best Set of Answers

### Will be Given Away by the Times-Virginian,

READ THE RULES CAREFULLY

Read each notice on this page carefully, and note every question asked or implied. Then begin with No. 1, and answer consecutively every notice you can, numbering your answers to correspond with the notices.

Any reader of this paper residing outside of Lynchburg is eligible to win the $15.00 in gold. The best set of answers received will win. Get your answers anyway you can. The best way is to ask the advertisers. They will tell you.

Get firm names and names of persons correct. This is important. All answers to count must be in this office not later than noon. Monday, February 2.

In writing answers be succinct. Use this form: (No. 3, John Doe & Co., 1,900 Main St., Phone 213.) It is not necessary to have all the answers correct to win, but you must have more of them right than the other fellow. Put your name and address on top of the first sheet of your answers.

The answers will be printed in full under each notice on February 5, and the name of the prize winner announced.

The prize money is being held by the Lynchburg Trust & Savings Bank.

2

**"THE BANK THAT PAYS 4%"**

The bank that pays 4 per cent was established in 1890, and is the "Oldest Trust Company in the State and the oldest Savings Bank in Lynchburg." It has assets of over $3,000,000 and operates on a capital stock of $300,000 and an earned surplus of $300,000. It is a safe bank for your savings. Deposits now aggregate over two and a quarter million. You can bank by mail with this bank. Name it and name the president and the secretary-treasurer.

3

**DEALS IN BUILDING MATERIALS**

Yes, he is a manufacturer of and dealer in sash, doors, blinds, rough and dressed lumber, window and door frames, ceiling, siding, flooring, laths. Security Cement and Cornell Wall Board. He handles building material of unquestioned quality and his prices are right. He can supply you promptly with all grades and in any desired quantity. Write him for prices, or better yet, call on him when in town. He is only a few steps from any of the warehouses. Name him, give his phone number and name the street on which his office and plant is located.

4

**"THE ORIGINAL BROWN"**

The South's Best Cigar is "The Original Brown" and it is made in Lynchburg. It is genuine hand-made and is the product of 56 years of experience and experimentation in cigar making. Nothing but the very best selected stock of fine cigar tobacco is used. These cigars are used almost exclusively by thousands of discriminating smokers, and are sold by all leading dealers over a wide territory.

Give the brand name of the "South's Best Cigar," and name the manufacturer of same.

## BANK UNDER GOVERNMENT SUPERVISION

The bank operated for the convenience of the people of Lynchburg and surrounding country for 56 years is under the direct supervision of the U. S. Government and is affiliated with the great Federal Reserve System. Its Capital and Surplus is a round Million (1,000,000) dollars. Its seventeen directors include leading statesmen, manufacturers, professional men, contractors, and other men of long business experience. The officers are experienced bankers and men of the highest integrity. It is a safe bank to do business with. Name it, name the president, and the active vice president who is also cashier.

5

**"THE PARTS PEOPLE"**

Do you need parts or bearings for your truck or motor car? "The Parts People" of Lynchburg can supply you with them for almost any truck or car made. Axles are a specialty with this firm. Don't worry about parts or bearings until you have consulted "The Parts People." If they haven't what you need they can get it for you. Write them or phone 63. Lynchburg, concerning your needs. Name "The Parts People" and tell on what street they are located.

6

**TWO GREAT DISCOVERIES**

About 30 years ago it was discovered that lost health could be restored through spinal adjustments made with the bare hands of a Chiropractor, getting people well and keeping them well without either drugs or the surgeon's knife. Now over 25,000 trained Chiropractors are successfully treating millions of patients. By the invention of the Neurocalometer this work has been simplified, adding greatly to the efficiency of the practitioner. This scientific instrument is so sensitive it registers the degree of pressure, shows location of nerve transmission interference, and indicates the exact point where spinal adjustments should be made. Lynchburg's Palmer Chiropractors have installed this wonderful instrument. Name them and locate their offices.

7

**THE BANK THAT PAYS 4%**

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8

**THE TIRE UNDERSELLERS**

The tire undersellers of Lynchburg can save you money on your auto and truck tires. Tires and tubes cost less here than any place within a radius of 50 miles. The tire undersellers specialize in the Long Life Kobomo, Viking and Cupples Cords. This firm carries one of the largest and most complete stocks of tires and tubes to be found in this section of the State. Here you find batteries for all cars and a complete battery service for all makes of batteries. This firm sells more gas and oil than any other concern. Name the tire undersellers and tell on what street they are located. Name the battery they sell.

9

**"THINGS ELECTRRIC AND RADIO THINGS."**

The thing to do is "LISTEN IN" these long winter evenings. Every country home at little cost can now enjoy Grand Opera by the world's best singers or have just such a program as the tastes and inclinations desire. You will find only the newest and best radios at the home of "Things Electric and Radio Things" and every set guaranteed. Don't overlook the Jewell Radio, but you can have your choice of Radiola, Freed-Eissemann, Crosley, Fada, Atwater-Kent or others. Prices and terms are right. Name this old reliable dealer in all things electrical, locate his store and give phone number.

10

**"THE BEST PAINT STORE IN TOWN."**

Estimates will be cheerfully furnished by "The Best Paint Store in Town" if you will telephone 951 or write a letter to this well known painter and decorator stating your needs. His store is centrally located, and here you find Patton's Sun-Proof Paint, Water Spar Varnish, Florhide Enamel, Velumnia Wall Colors, Pittsburg Plate Glass Products, paints, oils, varnishes, enamels, stains, and painters' supplies of all kinds. Name him and tell on what street his store is located.

11

**THIS IS NO CROSS-WORD PUZZLE.**

One Hundred and Eight Years of mortuary service and cemetery records in Lynchburg and surrounding territory applies only to the city's oldest and most modernly equipped firm of funeral directors and embalmers. Over a century ago this institution was founded by the grandfather of the present manager. It descended to the son and then to the grandson. The touch of the personal has ever been characteristic of the services rendered. Read the street and phone numbers of this firm forward and backward—either way, and they are right—phone three. Name this firm and give their street and phone numbers. Their number on this page is a Palendrome.

12

**THE CLEANERS AND DYERS.**

Don't entrust your fine garments to inexperienced and poorly equipped so-called cleaning establishments. Better send them to Lynchburg by parcel post where you are assured of first class work and entire satisfaction. French Dry Cleaning and expert Dyeing is done without the slightest injury to the finest and most delicate fabrics by Lynchburg's leading Cleaners and Dyers. All mail orders receive prompt attention and can be returned by INSURED parcel post. Name Lynchburg's leading Cleaners and Dyers, and tell on what street plant is located. Give phone numbers, and name our local agent.

13

**PUT YOUR MONEY TO WORK**

You work for your money and you should let your money work for you. Just put it where its earning capacity is greatest with its safety guaranteed. We pay 5 per cent interest on savings and compound it semi-annually. Why should you take less for your idle money? Its safety is guaranteed by $400,000 of gilt-edge assets. Once you get started on a savings account with us, the habit grows and grows. We make loans at 6 per cent repayable in weekly or monthly installments. Name us, and our president and our secretary-treasurer. Give our location.

14

**THE STORE THAT IS KEEPING DOWN DRUG PRICES**

The stores that are keeping down drug prices in Lynchburg deserves the patronage of the people of the city and country alike. These stores are operated by the same firm. By actual comparison they give the buyer more merchandise and more in service for their money than any other stores in the country. Their locations are 707 and 1027 Main Street. An all night service is maintained at 1027 Main Street where you find the largest and most modern drug store in the old City. Name the firm operating these two stores and give phone numbers of each.

15

**WHERE MONEY IS SAFE**

If the Albemarle road worker had been wise and kept his earnings in a safe bank instead of hiding them in his home he would be more than $1,000 to the good. In his absence thieves broke in and took a thousand in cash and $100 worth of other things. If he had opened a savings account with the bank on the corner of Main and Eleventh Streets he would have received 4 per cent interest compounded quarterly and his money would have been safe. This bank has every facility to serve you. It also acts as administrator and executor of estates, guardian, etc. and can prepare your will and otherwise serve you advantageously. Name it, and name the president and the secretary-treasurer.

16

**THE FARM SELLER OF LYNCHBURG**

If you want to buy a farm, go to the man who sells farms. If you want to sell a farm list it with the Farm Seller of Lynchburg. He has farms for sale in Bedford, Amherst, Appomattox and other counties. He is the man who advertises to find buyers and then finds something to suit them. He handles city property, farm, mineral and timber lands, orchards and anything in the real estate line. If you want to buy or if you want to sell, he would like to hear from you. His phone is 1527. He will be found at 915 1-2 Main Street. Name him and name his firm.

17

**EVERYBODY LIKES CANDY**

Everybody likes candy. The best candies have a food value that is unsurpassed. This is particularly true of candy made in Lynchburg by the city's largest manufacturers. If you will just get the trade-mark brand in your mind and always ask your dealer for this brand you will always be assured of the best. Some of the leading specialities include Society Mints, Vanilla Marshmallows, Princess Jellies, Cocoanut Blossoms and Virginia Nut Rolls. Name this firm and give their trade-mark which is always a guarantee of purity.

18

**"EYE STRAIN IS NOT A DISEASE"**

Eye strain, while one of the most common of human ailments is not a disease as many suppose. The remedy is in having glasses properly fitted. You should consult one of Lynchburg's leading Optometrists upon the slightest indication of eye trouble. They are registered and licensed under the State laws. They are modernly equipped for making examinations, and for grinding and fitting lenses in their optical establishment and will guarantee accuracy and satisfaction. Their prices are right. Name them and tell what public building is diagonally opposite. No. 19

19

**WHERE TRADE IS APPRECIATED**

When in need of field and garden seeds, any kind of grass seed, the best and most widely known poultry feed on the market, flour, mill feed, hay, corn, oats, or heavy groceries, you will find the right place to get them in the very midst of the warehouse district. Farmers visiting Lynchburg are invited to make this seed and feed store their headquarters. Name this firm and name the streets on which store is located. Name the famous poultry feed handled.

20

**TWO QUALITY BRANDS OF BREAD**

Two "Famous for Quality" brands of bread both with a reputation for purity and all 'round excellence, and used in many thousands of homes daily throughout Lynchburg's trade area and giving the utmost satisfaction to housekeeper and consumers generally, are made fresh daily in Lynchburg's largest and most modernly equipped steam bakery. These famous breads are sold by all leading dealers in this trade territory. Buy either, use more of it and be better satisfied. Give names of both brands and name the makers.

21

**BACK IN OLD-NEW HOME**

Yes, the fire got us, but we have risen from the ashes, and are now back in our new and modern building directly in our old site close to the big warehouses, and are now ready with a larger, newer and more complete stock of hardware and hardware specialities to serve you better than ever before. When you come to Lynchburg, come to see us in our new home. We can offer you all that is best in hardware. Name us, tell where we are located and give our phone number.

22

**KEEP YOUR EYE ON US**

Just keep your eye on us and watch us grow. In order to keep abreast of the demands of patrons our Board of Directors decided last week to double our present capital stock, a limited amount of which is for sale to farmers. Our's is the only farmer owned and directed bank in Lynchburg where farmers' money is loaned to farmers at 6 per cent. We operate under the supervision of the State Government, do a general banking business and pay 4 per cent on time deposits. We are just a few steps from the big warehouses. Name us, give our location and name our president and our cashier.

23

**OUT OF HIGH RENT DISTRICT**

A short distance off Main Street and out of the High Rent District is one of Lynchburg's largest and best house-furnishing establishments where household goods of the highest quality are sold at the lowest prices. The large double front, six floors' store of this firm makes it easy to show the beautiful stock of high grade furniture of every description to the best possible advantage. Whenever you come to Lynchburg you are invited to visit this big store and get acquainted whether you want to buy or not. Name this firm and tell on what street store is located. Name the kitchen cabinet and oil range sold exclusively by them.

24

**THEY SELL "THE MOST BEAUTIFUL CAR IN AMERICA."**

The firm that sells "The Most Beautiful Car in America" and its companion Six, the Jewett, specializes in automobiles and truck repairing, and auto painting and trimming. All work is executed under a guarantee of satisfaction. They also handle American Springs for any model—any year, and can supply you with Republic Tires. Name this firm, give location, and name "The Most Beautiful Car in America" sold by them.

25

**WITT SHOE FACTORIES—HOW MANY?**

How many factories are operated by the Geo. D. Witt Shoe Company. How many are located in Lynchburg? Ask your shoe dealer. He can tell you if he handles WITT'S SHOES. Describe firm's trade mark and give their slogan.

26

**THE BUILDING MATERIAL MAN**

That old reliable dealer in everything needed for a building would like to supply you with estimates on everything needed for building purposes. He has the exclusive agency for Stag Semi-Paste Paints, Upson "processed" Wall Board that is hard, stiff, fireresistant and waterproofed. Giant Portland Cement is another one of his specialities. Name him, give location by streets of his office and plant, and give his phone number.

27

**WE WHOLESALE AND RETAIL**

We are wholesale and retail dealers in seeds, feeds, and fertilizers. We make a speciality of field peas, and all mail orders and inquiries by mail receive our prompt and careful attention. If you can't come to Lynchburg for your seed supplies, write us stating your wants. We are conveniently located whether you come by train or auto. Bear us in mind when you are ready to buy your field, garden and grass seed for spring planting. Our fertilizers will please you. Name us, and name the street on which our big seed house is located. Name the dairy feed, and poultry feed in which we specialize.

28

**HARDWARE AND IMPLEMENT STORE**

When you buy goods from us they will be put in your wagon at your warehouse without extra cost to you. We are the Lynchburg agents for the International Harvester Co., and we handle the famous McCormick-Deering farm machinery. We carry everything in hardware, wagons, tractors, binders, mowers, rakes, saw mills, thrashers, engines, and we supply farmers and others with our goods over a wide territory. We deal on the plan of "Satisfaction to Our Customers or Their Money Back." Name us and name a Nelson County town in which we operate a branch store. Name the tire we sell.

29

**NOT A LUXURY BUT A FOOD**

There was a time when ice cream was regarded as a luxury. Today it is looked upon as a food, good for sick and well people alike. Pure ice cream can be retained by the most delicate stomach without any ill after effects. This is particularly true of ice cream made in Lynchburg by the city's leading dairy.

It is made in all popular flavors and shipped all over this trade territory. Eat it once and you will wish for more. A speciality is made of supplying Sunday Schools, Churches and other organizations for festivals and social gatherings. Name this famous ice cream, give name of makers, phone number and location of plant.

30

**LET US DO THE DIRTY WORK**

We wash everyting but the baby. "Let us do the Dirty Work" for you. It's not fair to women folk to allow them to slave over the wash tub when you can throw the family wash in the truck, wagon or auto when you come to Lynchburg. We are just a short way from all warehouses. We do "wet wash" at 5 cents a pound; "rough dry" at 10 cents a pound with all flat work ironed, with such articles as need it, starched, and "finished family" with everything ready for immediate use at reasonable prices. Send us your laundry by parcel post. Name us, and name the street on which we are located and give our phone numbers.

31

**HOME OF KELLY-SPRINGFIELD TIRES**

When you equip your motor car or truck with the famous Kelly-Springfield Tires and Tubes you reduce your tire troubles to a minimum. You buy them in Lynchburg from the city's largest accessory store where you also find sales and service on the famous Dreadnaught Battery of "Longest Life by Owner's Records." Name and locate the home of Kelly-Springfield Tires and name the Dreadnaught Battery they sell. Give phone number. No. 34

32

**BROWN'S "QUALITY" CIGARS**

Brown's "Quality" Cigars made in Lynchburg by one of the best known cigar makers of the South are manufactured in three grades—one a high grade cigar that sells for 10 cents, another at two for 15 cents, and still another at 5 cents. Hon. Thos. R. Marshall, when vice president said the country's greatest nobel was a good 5 cent cigar. The maker of Brown's "Quality" Cigars has supplied that need. His cigars are sold all over this trade territory. Name him, and name his 10 cent, 2 for 15 cents, and his 5 cent brands of Brown's "Quality" Cigars.

33

**AUTO TOPS AND AUTO PAINTING**

Now is the time to have your auto newly topped or painted. Have it done in Lynchburg where you are assured of the highest grade material and the best workmanship. This firm does upholstering, handles seat covers, carpets and windshield glass, springs for all makes of cars and trucks, and builds truck bodies and spring wagons to order. Repair work of all kind is done under a guarantee of satisfaction. Name this firm and tell on what street shop is located.

34

**THE BEST GOODS WITH PRICES AS LOW AS THE LOWEST**

We endeavor at all times to handle the best goods and our prices are as low as the lowest. We are wholesale and retail dealers in groceries, work clothes, furnishings, boots and shoes, tobacco, country produce and all food commodities. Trading in country produce and paying cash for it is our speciality. We are located close to all the warehouses. You are invited to make your headquarters with us when you come to town. You don't have to buy our goods to become acquainted, but if we sell you once, we will sell you again. Name us, and tell where we do business.

35

**SPECIALIZE IN FARMERS' INSURANCE**

Our INSURANCE SERVICE will please you. We insure anything insurable, but we specialize in Farmers' Insurance. Just note a few of the policies we handle: Life, Fire, Automobile, Lightning, Hail, Rain, Live Stock, Accident, Workmen's Compensation, Burglary, etc. When you come to Lynchburg call and consult us about your insurance. We write Hail INSURANCE all year. We are Lynchburg's leading Insurors. You find us at Ninth and Main. Name us, and name the building in which our offices are located.

36

**"THE HOUSE THAT BEATS THEM ALL FOR THE PRICE"**

Of course you know this old reliable firm of clothiers handling everything for men and boys to wear. The big "SMOKE SALE" of this tore is still on. This firm has gone far beyond all previous records in price-slashing. The big stock was "smoked"—no fire—no water. You wouldn't know about the smoke if they did not tell you, but you would know that you saved good money on the purchase of any suit in the store due to "smoke." Name "The House That Beats Them All For the Price." Locate store.

37

**CASH BUYERS OF PRODUCE**

We are the largest cash buyers of produce in Lynchburg and we always pay the highest possible prices for Poultry, Eggs and Butter. We specialize in Poultry, Eggs and Butter but we buy all kinds of produce in any quantities. Phone 384 for quotations. When you come to Lynchburg bring us YOUR produce and get OUR cash for it. We will move from our present quarters to 1217 Commerce Street, next to Booker's Warehouse about street on which we are located.

38

**"BEAUTIFUL SHOES"**

The above caption is peculiarly applicable to one of Lynchburg's best shoe stores where you find the famous I Miller "Beautiful Shoes" for ladies, and the Dr. A. Reed cushion shoes for men made by J. P. Smith & Co. This store is the Lynchburg home of Smith's Smart Shoes "Trim-Thru-Worth." They represent the shoemaker's art in the highest degree. There is an exclusiveness in the styles and quality of these shoes not found in other makes, yet the prices are within reason. When in Lynchburg you should visit this popular shoe store. Name it, and tell where it is located.